



Name _____

Learner ID _____

School/College/University _____

SAMPLE PROGRAM OF STUDY

Cluster: Marketing, Sales and Service

Pathway: Retail Merchandising

Career Pathway Plan of Study for ► Learners ► Parents ► Counselors ► Teachers/Faculty

This Career Pathway Plan of Study (based on the Marketing, Sales and Service Career Cluster) can serve as a guide, along with other career planning materials, as learners continue on a career path. Courses listed within this plan are only recommended coursework and should be individualized to meet each learner's educational and career goals. *This Plan of Study, used for learners at an educational institution, should be customized with course titles and appropriate high school graduation requirements as well as college entrance requirements.

EDUCATION LEVELS	GRADE	English/ Language Arts	Math	Science	Social Studies/ Sciences	Other Required Courses Other Electives Recommended Electives Learner Activities	*Career and Technical Courses and/ or Degree Major Courses for Retail Merchandising Pathway	SAMPLE Occupations Relating to This Pathway	
Interest Inventory Administered and Plan of Study Initiated for all Learners									
SECONDARY	9	English Composition	Algebra I	Earth Science	Social Studies 9		Business Technology Applications	<ul style="list-style-type: none"> ► Administrative Support Representative ► Customer Service Representative ► Department Manager ► Merchandise Buyer ► Merchandising Manager ► Operations Manager ► Receiving Clerk ► Retail Marketing Coordinator ► Sales Associate ► Sales Manager ► Stock Clerk ► Store Manager ► Visual Merchandise Manager 	
	10	English Literature	Geometry	Biology	Modern Europe		Marketing I		
	11	Literature & Composition	Pre-Calculus, Trigonometry	Chemistry	U.S. History		Marketing I, Entrepreneurship, Business Administration		
	College Placement Assessments-Academic/Career Advisement Provided								
	12	English Composition	Calculus, Statistics	Physics	World Issues Economics		Marketing II, Marketing Research, School Store Management		
Articulation/Dual Credit Transcribed-Postsecondary courses may be taken/moved to the secondary level for articulation/dual credit purposes.									
POSTSECONDARY	Year 13	English Composition	Calculus, Statistics	Chemistry	World Governments, Cultural Diversity		Accounting, Principals of Marketing, Entrepreneurship, Buyer Behavior		
	Year 14	Speech/Oral Communication Technical Writing	Statistics	Biological Science Physical Science	Public Policy Sociology		Business Software Applications, Business in the Global Marketplace, Promotional Strategy		
	Year 15				Political Science		Merchandising & Risk Management, Organizational Leadership, Strategic Marketing,		
	Year 16						Managing Innovation & Technology, Organizational Behavior, Integrated Marketing Communications,		